

What is claimed is:

1. A method of cost-sharing of a client's subscription to usage of a hosted enterprise solution, the method comprising:

creating a list of partners of a client to define the client's unique collaboration communities;

creating an invitee list that lists which partners should be invited to become subscribers to the hosted enterprise solution; and

issuing, based on an amount of external revenue generated, credit to the clients that the clients can use to offset against their subscription fees to the service providers for using their hosted enterprise solutions.

2. The method of claim 1, wherein the method of cost-sharing is offered to the client as an option.

3. The method of claim 1, wherein the clients have the flexibility of deciding which partners to invite to become subscribers

4. The method of claim 3, wherein the flexibility of deciding which partners to invite to become subscribers is a standard and open policy provided by the service provider to the client.

5. The method of claim 1, wherein the clients have the flexibility of deciding which partners not to invite to become subscribers.

6. The method of claim 5, wherein the flexibility of deciding which partners to invite to become subscribers is a standard and open policy provided by the service provider to the client.

7. The method of claim 1, wherein the list of partners changes as a collaboration environment of the client changes.

8. The method of claim 1, wherein each partner can independently alter a subscription status of the partner.

9. A system for cost-sharing of a client's subscription to usage of a hosted enterprise solution, the system comprising:

a first module for developing new and maintaining existing partner lists;

a second module for developing new and maintaining existing invitee lists;

a third module for merging invitees' information with invitation templates to generate invitations;

a fourth module for generating invitations via electronic mail to all invitees;

a fifth module for updating subscription information that is accessible by clients online, thus allowing clients to manage their subscription fees to service providers; and

a sixth module for generating electronic messages of reminders to urge unresponsive invitees to come to a subscription conclusion.

10. The method of claim 9, wherein the system for cost-sharing is offered to the client as an option.

11. The system of claim 9, wherein the system is configured to track those who decline subscriptions.

12. The system of claim 9, wherein the system is configured to receive subscribers' credit card information.

13. The system of claim 9, wherein the sixth module is configured to repeatedly generate electronic messages of reminders until a pre-determined percentage of all invitees have come to a subscription decision, wherein the client can readjust the pre-determined percentage.

14. A method of implementing a reward program by a service provider for the benefit of a client, the method comprising:

setting, based on a pre-determined formula, an external revenue goal for a client;

offering the external revenue goal to the client; and

the client attempts to earn credit to completely offset subscription fees charged by a service provider offering the external revenue goal.

15. The method of claim 14, wherein the reward program is offered to the client as an option.

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